

River Associates is a time tested private equity partner for management teams of niche lower middle-market companies in the United States and Canada.

OUR PHILOSOPHY

Founded in 1989, River Associates has built a reputation for integrity and acumen with all our constituencies, including limited partners, investment referral sources, senior & mezzanine debt partners, and portfolio company management teams. Our "Investments with Management" philosophy effectively captures the spirit of partnership, respect, and trust which guides our actions in all aspects of business.

WHO WE ARE

INVESTMENT HISTORY
130+ investments and 100+ realizations over the last 35+ years

STRONG REPUTATION
Nearly four decades of building relationships and references

EXCLUSIVE FOCUS
A limited number of niche LMM opportunities are undertaken annually

SENIOR-LEVEL ATTENTION
Five partners with 150 years of combined tenure at River

VALUE CREATION
Transform entrepreneurial businesses into larger sophisticated platforms

CAPITAL ACCESS
River VIII, LP has $345 million in committed capital

INVESTMENT CRITERIA

INDUSTRIES	$3 - $12 MILLION	PREFERENCE FOR	GEOGRAPHIC FOCUS
Manufacturing, Distribution, Industrial Services, Business Services	EBITDA for platform companies; smaller add-on acquisitions	Management led buyout and family succession transaction	United States and Canada

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CURRENT INVESTMENTS

River Associates
INVESTMENTS WITH MANAGEMENT

Caster Connection - Provider of industrial casters and other related components serving material handling applications across a variety of end-markets.
www.casterconnection.com

Diamond Wipes - Contract manufacturer of disposable wet wipes and liquid-filled personal care products serving brands, retailers, and distributors.
www.diamondwipes.com

Dollamur - Manufacturer and supplier of branded mats and other surfaces serving a variety of sports markets, including wresting, martial arts, gymnastics, and cheerleading.
www.dollamur.com

Horsepower Automotive Group - Portfolio of aftermarket automotive brands that design, manufacture and distribute performance parts and accessories used in off-road, overlanding and adventure vehicle applications.
www.horsepowerautomotivegroup.com

Hoskin Scientific - Distributor of essential test, measurement and monitoring equipment serving the environmental, geotechnical and processing markets throughout Canada.
www.hoskin.ca

ID Label - Manufacturer of variable information barcode labels, asset tags and warehouse solutions for 3PLs and multi-site manufacturers.
www.idlabelinc.com

JBC Technologies - Provider of custom engineered die cut and non-metallic fabricated solutions to manufacturers worldwide.
www.jbc-tech.com

Minerva - Designer and supplier of equipment and furnishings for the beauty and health & wellness industries.
www.minervabeauty.com

The Rubber Group - Manufacturer and distributor of custom compression and injected molded rubber products.
www.rubber-group.com

WORKING WITH RIVER ASSOCIATES[(a)]

"What set River apart from other groups? It was their openness. There was no pretense about them. They didn't try to impress us with how much they knew; they were very open and transparent."

Bud Shear
CEO
Industrial Magnetics (IMI)

"River only pursues opportunities where they have sincere, firm wide interest. They show up well prepared for meetings and appreciate the importance of building interpersonal relationships. Their culture is clearly unique and management teams naturally gravitate to them."

Melanie Yermack
Managing Director
Mesirow

"River Associates' collaborative approach helped us refine our strategy and strengthen our brand in the markets we serve while preserving our unique company culture and core values."

Jason Weaver
President & CEO
Weaver Leather

"It is rare to find a financial sponsor with an over 35-year tenure that is focused on the lower middle market. This level of experience, as well as River's humble demeanor, is quite impressive to management teams. When River is interested in an opportunity, they make it clear to all parties and will move quickly to closing."

Chrisanne Corbett
Managing Director
KPMG Corporate Finance

(a) All endorsements are from non-investors and uncompensated; no conflicts exist.

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GENERAL DISCLAIMER

River Associates Investments, LP (River) is a private equity firm that works with management teams in companies where opportunities exist to grow revenues and maintain and enhance profitability internally as well as through acquisitions. This document is intended to provide our potential portfolio companies and management partners with information about how we may be able to partner together to help businesses.

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Past performance is not indicative of future results. No representation is made that any investment or transaction will or is likely to have similar results or that significant losses will be avoided.

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